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Message Text

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17
ACTION XMB-04

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 COME-00 EB-07

FRB-01 INR-07 NSAE-00 USIA-15 TRSE-00 OPIC-06 SP-02

CIEP-02 OMB-01 /061 W
---------- 111846
R 151347Z JAN 76
FM AMEMBASSY MONTEVIDEO
TO SECSTATE WASHDC 0473

UNCLAS MONTEVIDEO 0159

E.O. 11652: N/A
TAGS: BEXP, EFIN, ETRD, UY
SUBJ: EXIMBANK CONSIDERATION OF PROJECTS IN URUGUAY

REF: 75 MONTEVIDEO 2305; 75 STATE 173842; 75 MONTEVIDEO 1277

DEPARTMENT FOR ARA/APU: SMITH AND BRAZEAL
ALSO FOR EXIMBANK: AMBACH, KINGSLEY, AND GIANTURCO

1. MONTEVIDEO REFTELS FORWARDED INFORMATION FOR EXIM USE
IN CONSIDERING CATERPILLAR REQUEST FOR FINANCING COMMITMENT
FOR LARGE EQUIPMENT PURCHASE BY GOU AND MUNICIPALITIES.
EMBASSY HAS AGAIN BEEN APPROACHED BY URUGUAY'S CATERPILLAR
DISTRIBUTOR, GENERAL MACHINERY CO. (GEMCOSA), WHO REPORT
THAT OF THE TOTAL BID BID FOR PARTS, MACHIES AND VEHICLES, BRAZIL
RECEIVED 83 PERCENT AND THE U.S. 11.6 PERCENT GEMCOSA,
WHICH WILL SUPPLY MAJOR PORTION OF EQUIPMENT, STATES THAT
"WITHOUT THE SLIGHTEST DOUBT THE $10 MILLION PURCHASE WOULD
HAVE GONE TO CATERPILLAR-PEORIA RATHER THAN CATERPILLAR-SAP
PAULO HAD OTHER CONDITIONS BEEN EQUAL." GEMCOSA PRESENTED
BIDS FOR THE SAME PRICE FOR CATERPILLAR EQUIPMENT FROM BOTH THE
US AND BRAZIL. THE LOCAL PREFERENCE IS FOR US MADE EQUIPMENT.
HOWEVER, WHILE BRAZIL OFFERED GOVERNMENT SUPPORTED FINANCING,
WE DID NOT. US AWARDED THOSE ITEMS NOT MADE IN BRAZIL.

2. RUDOLFO
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VASEN, GEMCOSA PRESIDENT, IS TRAVELLING TO THE

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US ON JANUARY 16 AND HOVES TO MEET NEXT WEEK WITH THE
ADDRESSEES THIS CABLE TO DISCUSS A REQUEST FOR EXIMBANK SUPPORT
FOR $1.3 MILLION COVERING THE 11 PERCENT OF THE BID WHICH GEMCOSA
WILL SUPPLY FROM THE US.

3. EMBASSY URGES SYMPATHETIC CONSIDERATION OF GEMCOSA
AND CATERPILLAR REQUEST FOR SUPPORT FOR US EXPORTS AND NOTES
THAT AMOUNT INVOLVED IS FAR LESS THAN ORIGINAL REQUEST, ONE OF
REASONS FOR ORIGINAL REFUSAL (STATE REFTEL).
SIRACUSA

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NNN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GOVERNMENT PROCUREMENT, SPARE PARTS, BANK LOANS, CREDIT GUARANTEES, GROUND VEHICLES, PROPOSALS (BID)
Control Number: n/a
Copy: SINGLE
Draft Date: 15 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MONTEV00159
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760016-0571
From: MONTEVIDEO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760154/aaaabvza.tel
Line Count: 71
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION XMB
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 MONTEVIDEO 2305, 75 STATE 173842, 75 MONTEVIDEO 1277
Review Action: RELEASED, APPROVED
Review Authority: mendozsm
Review Comment: n/a
Review Content Flags:
Review Date: 28 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <28 JUL 2004 by castelsl>; APPROVED <18 AUG 2004 by mendozsm>
Review Markings:

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Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXIMBANK CONSIDERATION OF PROJECTS IN URUGUAY
TAGS: BEXP, EFIN, ETRD, UY, XMB, CATERPILLAR-PEORIA, CATERPILLAR-SAP
To: STATE
Type: TE
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